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THE CANNED DECIDUOUS FRUIT INDUSTRY OF SOUTH AFRICA

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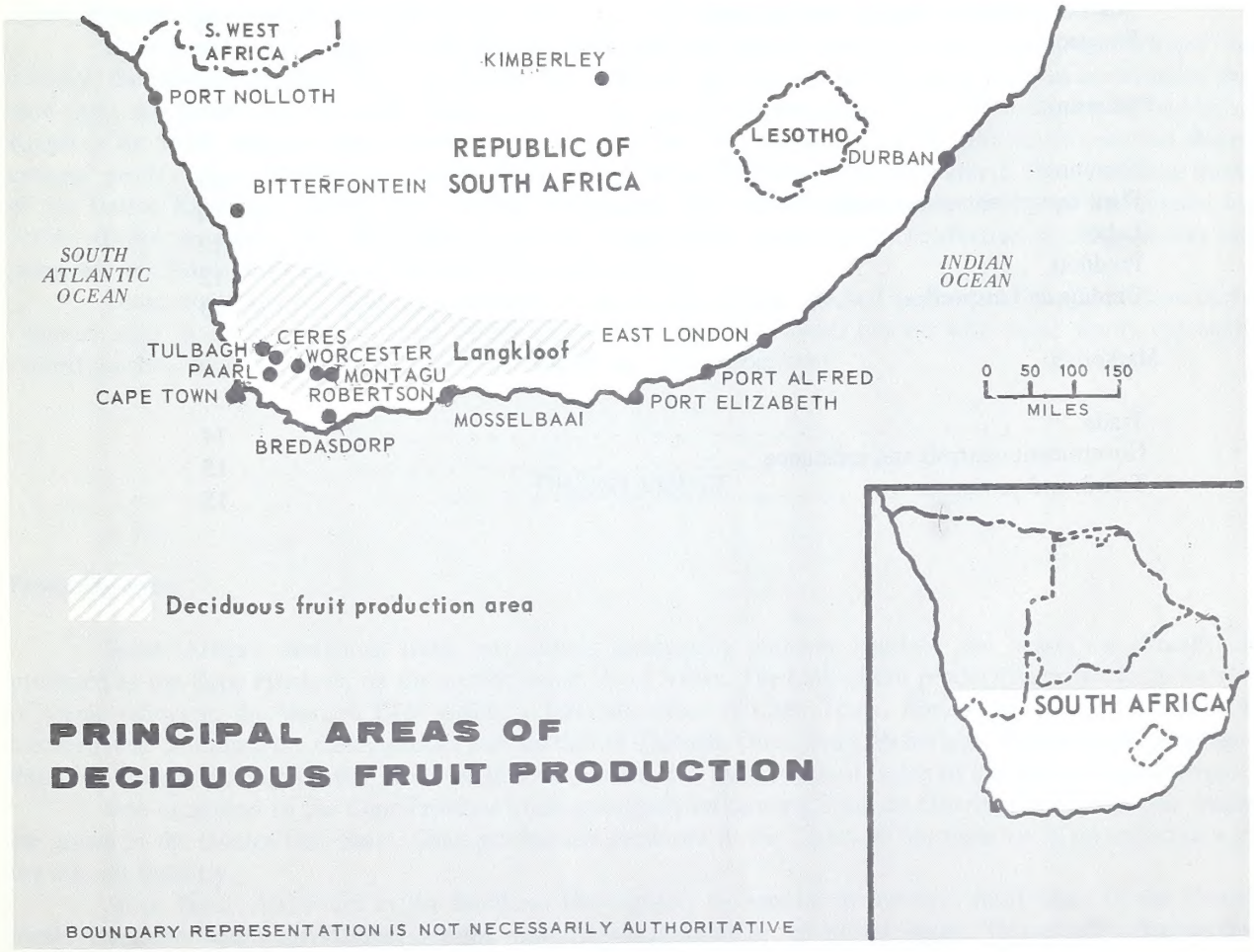
FOREIGN AGRICULTURAL SERVICE · U.S. DEPARTMENT OF AGRICULTURE · FAS M-210 · SEPTEMBER 1969

FOREWORD

International canned peach marketing, once dominated by the United States, has in recent years evolved into an intensely competitive enterprise. Numerous countries, pressured by expanding production, are now competing with the United States for sales in world markets. The Republic of South Africa, favored with a very competitive cost and pricing structure, ranks as one of the most prominent of these competitors. South Africa recently has begun to diversify its export sales, shipping to countries other than the United Kingdom, and has registered marked gains in canned peach exports to important U.S. markets in continental Europe.

This report, describing the South African canned deciduous fruit industry and its progress, is based on information obtained from a visit to South Africa in early 1969 by the author and W. R. Hoard, manager of advertising and promotion for the California Cling Peach Advisory Board. The author gratefully acknowledges the cooperation of the U.S. Agricultural Attaché's staff in Pretoria, the American Consulate General in Cape Town, the South African Government, and grower and processor members of the canning industry. Special appreciation is extended to R. C. Scissors of the American Consulate General's office and P. H. van Rooyen, manager/secretary of the Apricot-Peach Growers' Association.



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The Canned Deciduous Fruit Industry of South Africa

By Richard B. Schroeter
Fruit and Vegetable Division

INTRODUCTION

The Republic of South Africa ranks among the three leading exporters of canned fruits, along with Australia and the United States. Although South Africa's production is very small in comparison with that in the United States, it is greatly amplified by the almost complete reliance on export trade as a means of disposal. In sharp contrast to the industry in the United States, the South African industry has been wed to the export market because of low domestic consumption and looks first to that market for sales.

Until recently, the industry's influence in world trade had been molded by its dependence on one importing country, the United Kingdom. Now, the factors which shaped the industry and its trade patterns are changing and with them the distribution of South Africa's exports. The pre-1968 Commonwealth tariff preference in the United Kingdom for South Africa's canned peaches will be halved by 1972. Devaluation of the British currency has shaved canners' profit margins, tending to equalize returns in the United Kingdom and other markets. The continuing threat of the United Kingdom's joining the European Community (EC) further clouds the viability of that market for South African products. And, the industry faces an expansionary future in the production of cling peaches and pears, which is pressuring canners to diversify their sales pattern.

These developments have all combined to make the phrase "packed in South Africa" an increasingly common sight in continental European supermarkets. The canned products labeled with those words, especially canned peaches and fruit cocktail, are likely to become even more prominent.

FRESH FRUIT

Producing areas

South Africa's deciduous fruits for canning (principally apricots, peaches, and pears) are virtually all produced in the Cape Province, on the southernmost tip of Africa. The bulk of this production originates in a series of scenic valleys in the Western Cape within a 100-mile radius of Cape Town. Apricot and peach production is centered near or around the municipalities and districts of Tulbagh, Ceres, Paarl, Robertson, Worcester and Montagu. Pears for canning also are heavily produced in those areas and in the Langkloof region of the Eastern Cape Province.

One exception to the Cape Province's near monopoly on canning fruits are cherries for fruit cocktail which are grown in the Orange Free State. Cling peaches are produced in the Transvaal but these are of no importance in the canning industry.

Since South Africa lies in the Southern Hemisphere, its seasons are reversed from those in the United States. December-March are summer months while June-August are in the winter season. This greatly enhances the

opportunity for the marketing of South African fresh deciduous fruits in Europe at attractive prices but is of no advantage in the canned sector.

The climatic conditions in the Western Cape are characterized by temperate winters, dry warm summers, and winter rainfall. Temperatures in the winter months of June and July average between 45° and 55°F, resulting in fewer hours of winter chilling of deciduous fruits than in California's commercial orchards and, for some deciduous varieties, problems with delayed foliation. Frosts are not much of a hazard to fruit production except in scattered low-lying or marginal areas. Rainfall, which is concentrated in the period April - October, averages 25-35 inches annually in most districts.

Irrigation is essential for economic production, but the scarcity of water limits supplies available to farmers. Farmers obtain irrigation water from their own reservoirs, mountain catchments, or wells or ally themselves in irrigation projects financed partially by the government, where water is allocated through irrigation boards. The provision for water is a key factor in the price of land in South Africa. Irrigated orchard land is high-priced, reportedly averaging between $1,500 and $2,000 per acre in 1969.

The government is currently in the process of building the Orange River Development Project, one of the largest water-conservation projects of modern times. The planned dams along the Orange River, which flows through a semiarid region stretching over one-third of South Africa, will create vast storage lakes that will eventually provide water for the irrigation of over 860,000 acres extending from Port Elizabeth on the Indian Ocean to Port Nolloth on the Atlantic side. This is expected to open up new land for fruit production. Weather conditions, however, are not as favorable to deciduous fruit production as in the Western Cape and the Langkloof. For the short term, at least, the potential for expanded acreage of fruits for canning is limited to the latter two regions.

Structure

Some form of mixed farming is the norm in the producing areas. In addition to a variety of deciduous fruits, crops such as potatoes, wheat, and Turkish tobacco are grown; livestock also is raised. The area devoted to fruit production on farms ranges from a few acres to thousands of acres. Most of the farms are privately owned and operated. Leasing of land is not a common practice.

A striking feature of the structural makeup of the South African industry are control boards established through enabling legislation to promote economic stability and improve the economic position of growers. Two such boards, the Deciduous Fruit Board (DFB) and the Canning Apricot-Peach Board (CAPB) are currently active in the regulation of fresh fruits for canning.

The Deciduous Fruit Board is the sole exporter of all fresh apricots, peaches, nectarines, plums, prunes, pears, grapes, and apples produced in the Republic. The Board also controls the allocation of pears for processing although there is some sentiment in the industry for transferring the control of canning pears to the Canning Apricot-Peach Board. The Deciduous Fruit Board requires canners to purchase pears only through the DFB or its authorized agents, at prices negotiated by the canners and the Board.

The Canning Apricot-Peach Board, established in 1966, is a supervisory body that does not exert any physical control over the fruit. Under the terms of its regulations, no producer of apricots or peaches for canning in specified controlled districts in the Cape Province, which includes virtually all the producing area, may sell those fruits to canners unless registered with the Board, and no person may can such fruit unless he is also registered. The Board's functions include fixing minimum grower prices and operating a cannery-diversion program patterned closely after the one used in California. The Board also is currently conducting a local advertising campaign for canned peaches. In 1968-69 it allocated $14,000 for that promotion project.

The CAPB obtains its finances from a levy on the volume of apricots and peaches delivered to canners. In 1969 this levy totaled $1.40 per ton. It was used for administrative expenses, local promotion, and special projects such as the financing of the establishment of a Board-operated nursery, still in the planning stage, to produce improved basic plant material on virus-free soils and sell it to approved nurseries. The lack of adequate rootstock selection by nurseries and the distribution of diseased stock and trees that do not bear true-to-type has been one factor adversely affecting yields in South Africa.

Almost all apricot and peach growers also are organized into the Apricot-Peach Growers Association. This is a service organization which, among other functions, handles the nomination of growers to the CAPB.

Production

South Africa's output of deciduous fruits for canning has shown a strong upward trend in the past decade or so. Deliveries to canners reached a high of 182,000 tons in 1966, compared with 104,000 tons in 1958. Deliveries in 1969 are estimated to have approximated the 1966 volume.

Peaches are by far the dominant canning fruit, accounting for about 60 percent of canners' total acquisitions. Deliveries to canners are estimated at 107,000 tons in 1969, more than double the average volume delivered in the mid and late 1950's. Clingstone peaches have represented almost all of these peach deliveries in recent years. Canning freestone peaches, plagued by their lack of popularity with canners and low grower prices, have all but disappeared from the South African scene.

Deliveries of clings to canners constitute nearly 95 percent of the total cling production in the Western and Eastern Cape. The remaining quantity is either dried or sold fresh on the local market.

Apricot deliveries have fluctuated between 16,000 and 27,000 tons since 1958, exhibiting no growth trend. The principal reasons for this lack of growth are the downward trend in tree numbers and inconsistent bearing characteristics of the Royal variety. Competition from other uses, especially drying, has also had an effect on the volume canned. Approximately three-fourths of the crop in the Western Cape and Langkloof is delivered to canners, with most of the remaining output directed to the production of dried apricots. Grower prices for drying apricots generally have ranged between $100 and $140 per ton during the 1960's, substantially above the prices realized from canneries.

Purchases of pears by canners have ranged between 36,000 and 40,000 tons since 1966 after registering sharp gains in previous years. They are expected to increase gradually in the future. The volume delivered to canners represents about half of the total quantity of pears under the control of the Deciduous Fruit Board.

Canners' purchases of fresh deciduous fruits

Year	Apricots			Peaches			Pears			Other[1]	Total
	Royals	Bulidas	Total	Cling-stone	Freestone	Total	Bon Chretien	Other	Total		
	Short tons	*Short tons*	*Short tons*	*Short tons*	*Short tons*	*Short tons*	*Short tons*	*Short tons*	*Short tons*	*Short tons*	*Short tons*
1958 . .	–	–	18,404	–	–	60,434	–	–	15,986	9,610	104,434
1959 . .	–	–	26,788	–	–	41,453	–	–	16,073	6,418	90,732
1960 . .	–	–	19,586	–	–	53,380	–	–	18,002	8,708	99,676
1961 . .	–	–	22,887	53,379	8,278	61,657	19,015	2,334	21,349	9,558	115,451
1962 . .	–	–	16,717	55,304	3,192	58,496	15,481	830	16,311	9,535	101,059
1963 . .	–	–	25,701	73,231	5,502	78,733	21,557	988	22,545	11,408	138,387
1964 . .	–	–	18,584	71,784	5,357	77,141	31,904	2,107	34,011	10,108	139,844
1965 . .	16,458	9,627	26,085	92,773	3,745	96,518	28,650	2,354	31,004	8,994	162,601
1966 . .	12,695	10,111	22,806	101,635	3,044	104,679	38,933	1,498	40,431	14,336	182,252
1967 . .	6,497	11,270	17,767	106,816	1,913	108,729	35,335	1,324	36,659	12,115	175,270
1968 . .	7,888	8,628	16,516	98,523	575	99,098	35,472	3,018	38,490	15,971	170,075
1969[2] . .	–	–	19,000	107,000	–	–	–	–	40,000	–	–

[1] Apples, figs, plums, grapes, and quinces.
[2] Estimates.

Source: South African Fruit and Vegetable Canners Association

Acreage

The area devoted to the production of cling peaches and pears in the Western Cape and Langkloof has been expanding continuously since 1952. In contrast, there has been a marked drop in tree numbers of apricots and freestone peaches for canning.

Tree numbers

Year	Apricots[1]	Peaches[1]		Pears	
		Clingstone	Freestone	Bon Chretien	Other
	1,000 trees	*1,000 trees*	*1,000 trees*	*1,000 trees*	*1,000 trees*
1952 . .	3,366	1,602	869	464	521
1955 . .	3,218	1,733	735	572	629
1957 . .	3,272	2,149	686	[2] 715	[2] 712
1961 . .	–	–	–	793	784
1964 . .	–	2,924	239	–	–
1966 . .	1,534	3,088	231	862	879

[1] Controlled area of CAPB.
[2] 1958.

The total number of trees of the four canning fruits (apricots, cling and freestone peaches, and Bon Chretien pears) fell from 6.3 million (approximately 51,000 acres) in 1952 to 5.7 million (49,000 acres) in 1966. The decline in the number of apricot and freestone peach trees more than offset the rise in cling and Bon Chretien pear trees.

Numbers of bearing and nonbearing trees

Fruit	Non-bearing	Bearing[1]	Non-bearing	Bearing
	1,000 trees	*1,000 trees*	*Percent*	*Percent*
Apricots[2]	339	1,195	22	78
Peaches:[2]				
Clings	980	2,108	32	68
Freestone . . .	16	215	7	93
Pears:				
Bon Chretien .	271	591	31	69
Other	310	569	35	65

[1] Apricots and peaches, 4 years and older; pears, 9 years and older.
[2] Controlled area of CAPB.

Cling peach plantings had been made at a very high rate until 1966. They averaged 245,000 trees per year in 1963-66 compared with an average of 136,000 removals or dead trees in 1965-66. There are indications that this rate of plantings continued into 1967, stimulated by the demand from canners for additional fruit. A sharp drop in grower prices the following year, however, may well have dampened the rate of plantings and hastened tree removals in 1968.

The tempo of plantings of canning (Bon Chretien) pears has definitely slackened from the high level attained in the 1950's. During those years, plantings generally averaged between 55,000 and 75,000 trees per year. They have since declined to 25,000 - 45,000. Less attractive returns, and competition for available land from apples and pears for the fresh market have probably been the key factors behind the decreased rate. Apple tree numbers have increased sharply in the Western Cape and Langkloof from 2.2 million trees in 1952 to over 4.1 million in 1966. Forty-five percent of the apple trees in 1966 were under 9 years of age.

The area in apricot trees has been receding rapidly in recent years because of the decline in the Royal variety. Dead or uprooted trees were more than double total plantings in 1966. The canning freestone peach sector has also been a recessive one and now borders on the brink of extinction. Plantings totaled only 5,100 trees in 1965-66, compared with removals of 43,000.

Bearing cling peach trees averaged 111 per acre and apricots 134 per acre in 1966. A spacing of 20′ x 20′ is most common in peach orchards. The bulk of the pear trees have been planted at 20′ x 20′ and 18′ x 18′. The number of trees per acre averaged 110 in 1966.

Yields

Yields in South Africa, although showing progress, are still poor by U.S. standards. In 1967, cling peaches averaged about 6 tons per acre, more than double the average of the 1950's. Apricots increased in yield from a little over 1 ton to about 2½ tons per acre and Bon Chretien pears, from 5 tons to the current 7-8 tons per acre.

Two principal factors in the low yields have been the use of poor plant material and the planting of cling peach trees on land unsuitable to their production. Also, the flaring, low-lying characteristics of many of the cling trees are not able to support high yields such as those realized in California.

Varieties

The deciduous fruit canning industry has gained much of its prominence from one clingstone peach—the Kakamas, a chance seedling of a Transvaal yellow peach. This peach is a vigorous grower, has wide adaptability, and thus is well suited to the Western Cape's temperate climate. It is characterized by a rich golden color when canned.

From almost the inception of the canning industry to the early 1960's, the Kakamas was by far the dominant canning peach. This resulted in a short canning season of only 6 or 7 weeks. Attempts to increase this span brought forth the introduction of Kakamas-related varieties, which have doubled the length of the canning season. Also as a result, the Kakamas cling now comprises less than half of all cling trees. The Goosen cling, once considered a promising variety, has also dropped off sharply in popularity because of its light color, which does not match well with the Kakamas color, and its susceptability to delayed foliation. The principal canning varieties, their approximate harvesting dates, and the percent of each of non-bearing and bearing trees in 1966, are listed below:

Variety	Harvesting time	Nonbearing cling trees	Bearing trees
		Percent	*Percent*
Oom Sarel	Dec. 14-29	10	5
Prof. Malherbe	Dec. 20-Jan. 1	9	
Prof. Black	Jan. 7-24	22	
Prof. Neethling	Jan. 11-20	12	
Goosen	Dec. 13-Jan. 16	2	13
Keimoes	Jan. 22-Feb. 12	4	15
Walgant	Feb. 2-14	6	3
Woltemade	Feb. 7-24	4	6
Kakamas	Feb. 8-Mar. 1	31	56

The Elberta variety constitutes about three-fourths of the freestone peaches used for canning. Over 90 percent of the pears processed by canners consist of the Williams Bon Chretien variety, known in the United States as the Bartlett pear. It is generally harvested during a 3-week season in January or early February. The variety Packham's Triumph makes up most of the remaining deliveries to canners.

In the apricot sector the Royal variety, which ripens about the third week in December, is the traditional canning fruit. In 1957 approximately 90 percent of all growing trees were Royals. This share has since declined to 70 percent, whereas the Bulida variety, which ripens at the end of November, has increased to 28 percent of all trees. The increase in the number of dying trees of the Royal variety, believed to be caused by chronic diseases such as bacterial canker, and the good and more consistent bearing capacity of Bulidas are probably the main reasons for these trends. The Bulida, however, is inclined towards pulpiness when canned. This has damaged its popularity with processors. A promising new variety, Peeka—a cross between the Royal and Bulida varieties—may eventually rank high among apricot varieties.

Cultural characteristics

Cultural practices in the producing areas have gradually improved during the past decade, especially through improved water management, fertilization, and disease and pest control. Application of irrigation water, done mostly with sprinkler systems, is practiced widely during the dry months although not always in the volume desirable

because of the scarcity and reportedly high cost of this resource. Production potential in the Cape Province could probably increase substantially if more water were available.

Soils in the Western Cape and Langkloof are of three basic types—sand, loam, and clay—and exhibit great variation even within short distances. They tend to be of poor structure with a low humus content, necessitating the addition of inorganic fertilizers and/or the use of cover crops, primarily lupins. Cultivation generally is restricted only to sowing cover crops and working in fertilizers. Some farmers do little or no cultivation during the fruit-growing season.

On the better farms, the basic plant nutrients (nitrate, phosphate, and potash fertilizers) are applied 2-3 times per year. The use of organic fertilizers in South Africa has increased substantially, stimulated by expanded supplies and an indirect government subsidy. In 1967-68 prices to farmers in the Western Cape for superphosphate and potash-magnesia were quoted at about $36 and $54 per ton, respectively.

Deciduous fruit trees are pruned primarily in June and July. In the pruning of young peach trees, an open vase shape is commonly established, with 3-4 scaffolds per tree and no center branches. Thinning of peaches is practiced widely and is done by hand in October and November. Propping also is necessary as the harvest season approaches, but deficiencies exist in this practice among some farmers, resulting in damaged trees. At the other extreme, a few growers use the elaborate maypole system in which a tall pole is placed near the center of each tree to support propping wires.

Most of the major pests and fruit diseases common to other fruit producing regions occur in South Africa, including fruit flies, gumspot, curleyleaf, and brown rot. These and other pests and diseases have limited the expansion of orchard land to some of the outlying areas in the Cape Province. The fruit fly is one of the most prevalent pests and has caused considerable damage to apricots and clings in some years. Two species, the Mediterranean fruit fly and the Natal fruit fly, are present in the producing area. Effective control can be maintained with organophosphorus insecticides. Fruit piercing and sucking moths have been other particularly troublesome pests, as has the disease, bacterial spot, for which control is difficult. Delayed foliation, a physiological abnormality which can result in a poor fruit set, also affects some deciduous trees, such as Bon Chretien pears, that are not well adapted to the Cape's temperate winters.

Harvesting operations

The harvesting of deciduous fruits for canning begins in late November and December and nears completion in March. The fruit is picked into bags holding 30 pounds and deposited into half-ton bins, which have largely replaced lug boxes. Mechanical harvesting is not in use, although there is substantial interest in this means of removing fruit from trees. One problem in mechanically harvesting cling peaches is the spread in maturity of Kakamas clings, which require four or more pickings during the season.

The bins of fruit are moved by motorized transport either to canneries or to receiving depots. Hydra-cooling during transport is not practiced.

Seasonal contracts between growers and canners, specifying prices by grade, are required by the Canning Apricot-Peach Board. The object of these contracts is to promote stability through eliminating the once common practice of growers switching canners during the season or delivering the best fruit to quality-conscious canners who graded strictly and the remainder to canners who purchased fruit on an orchard-run basis.

Grading

Grading regulations designed to improve the quality of fruit processed and serve as a basis for establishing grower prices are in effect for apricots, peaches, and pears for canning. The DFB advises the government as to the regulations established for pears and the CAPB serves the same function with respect to apricots and peaches. Grading is done at the canneries under Board or government supervision.

Clingstone peaches delivered to canners are classified as canning grade, second grade, or undergrade. Canning grade consists of fruit with a minimum diameter of 2-3/8" that has a yellow color and is free from insect infestation, blemishes, and an undue green tint. Second-grade peaches have a minimum diameter of 2-1/8" and also are free from insect infestation and a green tint; they are reasonably free of blemishes. On the recommendation of

the CAPB, a prohibition on the selling or processing of undergrade peaches was established in 1967. Any consignment containing more than 15 percent of undergrade fruit was ruled to be entirely undergrade. In 1968, 5 percent of the cling peach deliveries to canners were undergrade, 11 percent were second grade, and 84 percent were canning grade.

Prior to the advent of the CAPB and its enforcement of grading regulations, the quality of peaches purchased by canners tended to be below the standards in the United States and Australia. This was especially true in years of short crops, when canners in some instances completely disregarded or abused grading in their attempts to obtain more fruit.

Grower prices

The Canning Apricot-Peach Board annually establishes minimum grower prices by grade for apricots and cling peaches delivered to canners. These prices are applicable to all canners except the cooperative in the case of cling peach deliveries. A legal ruling established that the cooperative was not compelled to pay the minimum prices in effect for cling peaches in 1968 since the firm does not buy from its shareholders.

The minimum prices, which have tended to approximate grower returns, are fixed at the farm level, excluding transport allowances.

Minimum prices

Fruit	1966[1]	1967[1]	1968[1]	1969[1]
	Dol. per short ton	*Dol. per short ton*	*Dol. per short ton*	*Dol. per short ton*
Cling peaches:				
Canning grade . . .	77	84	70	70
Second grade. . . .	28	35	28	28
Apricots (Royals):				
Grade I	59	76	76	78
Grade II	59	56	56	56
Grade III	28	28	28	28
Apricots (Bulidas):				
Grade I	42	45	53	59
Grade II	22	22	28	28

[1] Season beginning Nov. 1 of the preceding year.

The sharp drop in prices for clings in 1968 reflected a number of factors, including large unsold stocks from the previous year's pack held by canners, canners' losses resulting from devaluation of the British pound, and mounting competition in overseas markets. Grower prices averaged only $59 per ton in 1968, compared with $76 a year earlier and about $72 in 1960-64. Apricot prices averaged $60 in both 1967 and 1968, down $11 from the 1960-64 average. Prices to growers for freestone peaches averaged $34 per ton in 1967 and $31 in 1968.

Grower prices for canning pears are negotiated annually between canners and the Deciduous Fruit Board. Payments to producers for Grade I Bon Chretien pears, which make up the bulk of deliveries to canners, averaged $60 per ton in 1968 (preliminary), compared with $80 a year earlier and between $80-90 per ton in the late 1950's.

Labor source and cost

South Africa has an abundant supply of low-cost labor. However, relatively low productivity and the tendency for this labor to migrate to the cities for nonfarm work results in some employment difficulties for farmers during peak work periods. During the harvest season, the labor supply originates from two principal sources: local colored persons of mixed origin; and the Bantu, who are descendents of various African tribes. Many of the Bantu are brought into the producing area under 3-6 month contracts from the Transkei region near East London. In some areas convict labor is used, under rehabilitation programs, to supplement the labor supply.

During the harvest season, laborers are paid on a piece-work or daily basis. Piece work wages average 3 cents per 30 pound bag. On a daily-wage basis, seasonal workers are paid approximately 17 cents per hour. Employers also furnish provision for housing. The trend in South Africa is towards piecework wages, both for harvesting and orchard labor, to encourage greater productivity.

Costs of production and grower incomes

A cost study of cling peaches produced in 1968 on one large farm in the Western Cape has been done by University of Stellenbosch economists. Although the results of this study cannot be considered representative of the entire producing area, they are illuminating, especially in regard to certain cost factors such as labor. An abbreviated version of the results is given below:

Production costs of peaches per acre and ton (1967-68 season)

Cost items	*Dollars per acre*[1]
Preharvest cash costs:	
Cultivation	8.05
Fertilizers:	
Material (1,551 lbs.)	32.09
Labor	0.19
Propping	7.44
Pruning (17¢ per tree)	14.76
Thinning (20¢ per tree)	17.23
Spraying:	
Material (35¢ per tree)	30.76
Labor (28¢ per tree)	24.61
Irrigation	49.05
Vehicle and misc. costs	1.55
Equipment repairs	2.38
Divisional council tax	1.50
Interest cost @ 8%	15.17
Total preharvest costs	204.78
Depreciation	64.91
Calculated interest on capital investment[2]	114.97
Harvesting costs:	
Picking (17¢ per hour)	10.72
Transport	9.25
Total harvesting costs	19.97
Total production costs per acre	404.63
Cost per ton @ 9.26 tons per acre	43.70

[1] Converted from Rands per morgen. One Rand equals $1.40 and 1 morgen approximates 2.1 acres.

[2] Represents the income which would have been obtained if the capital had been invested safely on a long-term basis.

The University also recently released a study comparing costs and income per acre in 1968 for four fruits–apples, pears, apricots, and canning peaches. The results are presented on page 9. They show that in 1968 apples realized by far the highest and peaches the lowest net returns per acre.

Cost item	Canning peaches	Apricots	Apples	Pears
	Dollars per acre[1]	*Dollars per acre*[1]	*Dollars per acre*[1]	*Dollars per acre*[1]
Plant material	4.15	5.69	3.84	2.08
Fertilizer and trace elements	26.92	11.23	26.46	28.73
Organic material	5.60	11.98	6.83	3.41
Pest and weed control	20.44	3.47	39.70	35.67
Water rates	2.24	2.63	.23	.44
Electricity, fuel, and lubricants	23.66	10.45	20.91	22.71
Maintenance	27.49	18.88	28.93	29.28
Props	3.59	.11	.93	.17
Regular labor	69.80	30.04	47.41	53.83
Seasonal labor:				
Thin, prune, pick, pack	19.94	8.14	27.13	26.57
All other	4.28	4.04	4.73	9.15
White personnel	21.67	8.68	26.13	26.28
Packing costs, material	2.90	.91	182.09	111.54
Transport costs	3.90	1.33	17.32	12.90
Divisional Council tax	2.83	2.25	2.32	5.35
Depreciation	39.83	22.36	51.24	64.04
Miscellaneous	11.95	6.28	19.26	22.07
Total costs (excluding interest)	291.19	148.47	505.46	454.22
Calculated interest on capital investment	75.43	46.31	70.04	65.94
Interest paid	28.17	11.36	12.41	15.44
Total costs (incl. calculated interest)	366.62	194.78	575.50	520.16
Total income[2]	345.22	212.67	726.16	574.24
Net farm income (excluding interest cost)	54.03	64.20	220.70	120.02
Managerial earnings[3]	-21.40	17.89	150.66	54.08
Related statistics	**Unit**			
Average area per farm	Acres	32.81	21.80	77.55	28.15
Percent in bearing trees	Percent	76.89	81.74	72.81	77.39
Average production per farm	Tons	175.08	62.87	523.10	180.84
Yield per bearing acre	Tons	6.94	3.54	9.26	8.29
Area established, 1967-68	Acres	3.32	2.12	6.65	.47
Number of farms		117	33	83	75

[1] Converted from rands per morgen.
[2] Includes income from inter-row crops.
[3] Net income less calculated interest on capital investment.

Prospects

Cling peaches have historically been a very popular fruit crop in South Africa, as evidenced by the expanded acreage and output. The sharp expansionary phase in plantings, however, appears to be abating somewhat. Stiff competition in world markets has placed increasing pressure on canners' profits; this is being reflected in grower prices. Fruit crops marketed in the fresh form also are feeling the pinch of increased foreign competition. But grower preferences are steadily turning to these more profitable crops, especially apples, instead of canning fruits. Growers are tending to reserve the better soils for the production of fresh market fruit and are planting clings on more marginal land. There also is increasing interest in prunes, for which a good local market exists.

Despite this recent decline in the popularity of cling peaches, a continuing upward movement in production is expected, especially as the heavy plantings through 1966 come into bearing. Yields also are improving, which will

further push up production. Clingstone crops for canning in excess of 120,000 tons can reasonably be expected within a short time.

PROCESSING

Structure

In 1969, 14 canning companies with 18 plants, registered with the Canning Apricot-Peach Board and processed apricots, peaches, and pears in the Western and Eastern Cape Province. These plants are scattered throughout the region but in or close to the important producing districts. All of the companies except one have only a single canning plant in the producing area. The one exception is the cooperative, which operates five canneries.

The majority of the companies are classified as "private" firms. The remainder, excluding the cooperative, are "public" companies or subsidiaries of public firms. The primary distinction between a private and public firm is that a private firm restricts the right to transfer its shares, and it is unlawful for the firm to invite the public to subscribe to its shares or debentures.

Three firms dominate the industry. They are the one cooperative, a subsidiary of a U.S.-based international food processor, and a cannery owned by a public company. Combined, they process roughly 70 percent of the cling peaches delivered to canners and also the bulk of the apricots and pears. Most of the other canneries are quite small. A number of years ago, the cooperative, which is the largest firm in the industry, handled over half of the three fruits. But as production increased, its volume failed to gain accordingly, and its industry share is now less than 40 percent.

The cooperative has a history of relying heavily on borrowed funds to finance its operations. Cooperatives, and also independent growers, in South Africa are eligible to obtain short-, intermediate-, and long-term credit from a Land Bank at interest rates below commercial rates. The interest rate on short-term credit loans has been around 7 percent in recent years, about 1 percent below the general interest rate.

The number of canning plants has been fairly stable during the last decade. The capacity of these plants, which were established when the industry relied almost solely on the Kakamas peach, was designed to accommodate a large volume of fruit during a short span of time. Although the length of the season has been increased through new canning varieties, considerable excess capacity remains during much of the season. This is evidenced by the demand from canners for additional fruit in recent years. It is believed that the volume of fruit processed could be expanded substantially without a large increase in capital outlays.

Over 95 percent of the fruit and vegetable canners in South Africa are members of the South African Fruit and Vegetable Canners Association. This organization performs such functions as representing canners on the various control boards, negotiating sugar rebates, and collecting statistical information.

Plant equipment and material

The canneries are well maintained but generally are not equipped with modern processing machinery to the same extent as are California's plants. Substantially more hand work is used in such operations as sorting, grading, and packing fruit. Canners, however, are continuously adding new equipment and gradually phasing out some hand labor.

Although automatic pitters and peelers are used extensively, canners also maintain at least one line of hand-fed pitters. Occasionally hand pitting is used, but mainly for utilizing more fully the time of labor pools. Some canners have cup-up, face-down shakers to improve quality control; they also do some color sorting to maintain consistency in the color of peaches in each can. Color coding of cans and sorting by hand to separate grades is evident in the less modern canneries, as is hand carrying of fruit for trimming. Also used to some extent are vat-type cookers into which are dipped cans of fruit in large bins. Automatic palletization is not in widespread use.

Almost all of the raw materials used by canners are of South African origin. Only one processor manufacturers his own cans. Others obtain cans from one firm specializing in their manufacture.

Rebates on sugar used by canners in exported products are negotiated annually between the sugar industry and the Canners Association to reduce the sugar prices to a more competitive basis with other producing countries.

Above, an orchard of Kakamas peach trees, using the maypole propping system; below, bins of fruit arrive at cannery and are emptied.

Below, pickers dump their bags of peaches into half-ton bins between rows of trees; bottom left, inside a cannery, women sort and trim the peeled fruit.

In early 1969 the price to canners, excluding rebates, was quoted at $168 per ton, f.o.b. Durban. Transportation and other costs connected with moving the sugar to canneries added about $22 to that price.

Labor

The striking feature of canneries in South Africa is the labor intensiveness of their operations. Large numbers of seasonal workers, especially women, are employed, on a much more extensive scale than in California canneries. This vast use of labor reflects the very low wages paid. Also, canners report that productivity of labor does not measure up to that in the United States, necessitating the use of more labor to do a particular job than is needed in California.

Minimum wages per 46-hour week for cannery workers are established by a Conciliation Board. These wages, which vary somewhat by district, in effect in 1969 and to continue through May 1971 for a number of job descriptions, are as follows:

Job description	Minimum weekly wage
	Dollars
Women, 18 years or older, involved in washing, sorting, peeling or trimming fruit by hand	8.68-10.01
Fruit checker	9.00-11.13
Can packer	9.59-10.78
Peach pitting-machine feeder, female	9.59-10.78
Automatic double seaming-machine attendant	14.46-17.92
Supervisor, male	14.46-17.96

Piece work wages are also paid. Employees engaged in such work are subject to the minimum wage scale. For overtime work, rates not less than one-and-one-third times regular wages are paid, except on holidays, when wage rates must be doubled.

Despite the abundance of labor in South Africa, canners report difficulty securing the services of skilled or trained workers. This appears to be a problem throughout the country.

Products

A variety of deciduous fruit products are packed in the Cape Province but canners specialize in four basic items: canned peaches, pears, apricots, and mixed fruit. Since only the cooperative operates more than one plant in the producing area, it is able to, and does to some extent, separate the production of these items among its plants. The combined output of the four products nearly doubled from 1958-66. Other canned items produced, on a small scale, include apples, two fruits, grapes, plums, and jams and jellies. Some canners also process vegetables such as peas and tomatoes in the off-season.

Of the principal products, only packs of canned apricots have failed to show an upward trend. Canned peaches, by far the most important item produced, reached a high of 4.9 million cases in 1967 compared with less than 2½ million cases produced annually before 1961. Although the pack has not exceeded the 1967 volume in subsequent years, it is expected to soon resume the upward trend and exceed 5½ million cases within a few years. An estimated 4.8 million cases were produced in 1969. The processing yield reportedly dropped below the normal 50 cases per ton because of poorer quality fruit, resulting in a pack below expectations.

Kakamas and related-variety cling peaches have a deep golden color and a relatively firm texture when canned. They also commonly have an extended pit, of which the tip is difficult to remove. Split pits, which also are troublesome during processing, are common among early varieties.

Both clingstone slices and halves in syrup are produced in volume. In 1968, mostly slices were packed for the United Kingdom market, whereas sales to continental Europe consisted primarily of peach halves.

Fruit cocktail is a fairly recent addition to canners' product lines and has proved to be a very popular item, meeting with good acceptance in world markets. The pack exceeded 760,000 cases in 1968 after increasing steadily

South Africa's production of selected canned fruits

Year	Apricots	Peaches			Pears	Mixed fruit			Total
		Clingstone	Freestone	Total		Fruit cocktail	Fruit salad	Total	
	1,000 cases[1]	*1,000 cases*[1]	*1,000 cases*[1]	*1,000 cases*[1]	*1,000 cases*[1]	*1,000 cases*[1]	*1,000 cases*[1]	*1,000 cases*[1]	*1,000 cases*[1]
1958 . .	600	2,393	(2)	2,393	490	(3)	500	500	3,983
1959 . .	888	1,499	(2)	1,499	525	(3)	500	500	3,412
1960 . .	780	2,369	(2)	2,369	562	(3)	438	438	4,149
1961 . .	864	2,671	(2)	2,671	769	48	152	200	4,504
1962 . .	629	2,699	(2)	2,699	645	48	271	319	4,292
1963 . .	828	3,368	165	3,533	914	52	245	297	5,572
1964 . .	680	3,257	182	3,439	1,318	95	249	344	5,781
1965 . .	1,080	4,156	127	4,283	1,126	267	264	531	7,020
1966 . .	988	4,562	84	4,646	1,486	399	286	685	7,805
1967 . .	743	4,865	47	4,912	1,250	471	267	738	7,643
1968 . .	591	4,534	7	4,541	1,302	764	249	1,013	7,447

[1] Basis 24/2½'s (45 lb.).
[2] Not available.
[3] Included with fruit salad.

Source: South African Fruit and Vegetable Canners Association

from only 48,000 in 1962. Over 900,000 cases are estimated to have been packed in 1969. Production of this item is expected to continue its rapid growth, siphoning off more peaches and pears from the output of other canned products. The canned pear pack has also shown strong growth, more than doubling since the late 1950's to a high of 1½ million cases in 1966. A more gradual rise is expected in the coming years.

Canners pack fruits in the basic can sizes—A2½'s, A2's, A1's, and A10's. An 8-ounce picnic-size can also is used, both for export and for the local market. Approximately 90 percent of the pack is put in consumer size cans, primarily A2½'s and A1's.

Grading and inspection

In the 1967-68 season a cannery diversion regulation, patterned closely after the one used in California, was instituted by the Canning Apricot-Peach Board to insure proper adherence to the prohibition on the canning of undergrade clingstone peaches. Under the regulation, the quantity of fruit for which diversion credit is received must at least be equal to the volume of undergrade peaches received by canners. In calculating the fresh natural weight of peaches presented for diversion, the different forms or stages in which such peaches are eligible for diversion credit are made equivalent to peaches in their natural state by the application of specified percentages. For example, peeled halves and slices receive diversion credit of 138 percent of their actual weight.

The fruit diverted from the canning process must be removed from canners' plants, but may be used for such purposes as dried peaches.

Canned fruits also are subject to mandatory inspection and grading by Government inspectors into fancy, choice, standard or substandard grades. In general, these grades compare favorably with U.S. standards. Only Kakamas peaches or crosses from that variety that have the rich golden color are eligible for fancy grade. From December 1967 through October 1968, over half of the sales in the United Kingdom consisted of fancy-grade fruit.

Substandard grade peaches are sold both on the local market and in continental Europe. The volume packed under this grade is reported to have decreased since the inception of the prohibition on the canning of undergrade fruit.

MARKETING

Trade

The canned fruit industry in South Africa literally is dependent on the export market for survival, selling about 90 percent of its annual pack in countries overseas. This reliance on export trade stems from the high percentage of South Africa's population that cannot afford the luxury of canned goods like an A2½ can of peaches, which retails for 32-33 cents on the domestic market. Less than 20 percent of South Africa's population of 19.2 million people in 1968 were white, with the majority of the remaining persons classed as Bantu. The colored, or mixed, population constitutes roughly 10 percent of the total. They and the Bantu are gradually gaining in affluence, but this market is not expected to exhibit any great surge in purchases in the near future. The per capita disappearance of canned peaches in South Africa is only about 1 pound a year, far below the average in Europe or the United States. Canners are aware of this disparity and are attempting to increase domestic consumption. However, no substantial gains are forecast in the foreseeable future, and South Africa will have to continue its characteristic reliance on export sales to move its annual canned packs.

Exports of South African canned fruits have expanded rapidly during the last decade, reflecting the increased production. In 1968 canned peaches, pears, and fruit cocktail reached all-time highs in export sales. Canned peach exports totaled nearly 4.8 million cases, compared with less than 2½ million each year prior to 1963. These exports exceeded production by 6 percent because of large carryover stocks from the previous year. Slightly over 1.2 million cases of canned pears moved into export and also 698,000 cases of fruit cocktail, 160,000 cases of fruit salad, and 614,000 cases of canned apricots. Combined, exports of these canned deciduous products were valued at over $40 million, with peaches alone valued at $26 million.

The United Kingdom is the traditional outlet for South Africa's exports. In 1968 that country received two-thirds of the exported canned peaches, 87 percent of the canned pears, 55 percent of the canned apricots, and over three-fourths of the fruit cocktail. The reasons for this dependence on one market are primarily historical ties and Commonwealth tariff preferences. South African fruit products enter the United Kingdom duty free, whereas imports from non-Commonwealth suppliers of canned peaches, for example, are currently levied a duty of 9½ percent. Prior to July 1968, this duty was 12-5/8 percent. By 1972 it will be phased down to 6 percent as a result of the Kennedy Round negotiations. Fruit cocktail from non-Commonwealth sources is assessed a duty of slightly over 0.5 cent per pound. This tariff is scheduled to be phased to 0.3 cent by 1972.

Approximately 75-80 percent of South Africa's sales in the United Kingdom are reported to be under buyers' labels, with the bulk of the sales contracted for at the very beginning of the season. These forward contracts generally are valid for a year, and buyers can call for delivery at any time during the year. In 1967 delivery orders were very slow, resulting in canners carrying extremely heavy stocks of canned peaches into the following season.

The forward contracts and heavy carryover stocks contributed to the serious financial losses suffered by canners following the devaluation of the British pound in November 1967, an action that was not duplicated by South Africa in the value of its currency. The contracts made at the beginning of the season were not covered through the entire year by forward purchases of sterling. Thus, payments for some sales were received in devalued currency which could not be converted by canners to its value prior to November 1967. In addition, canners were not able in subsequent months to increase prices sufficiently to offset the 14-percent devaluation because of the large stocks and competition from Australia. This is illustrated in the sharp drop in the average f.o.b. price of South African canned peach exports to the United Kingdom from $6.09 per case (basis 24/2½'s) in 1967 to $5.39 in 1968.

The decline in earnings per case realized in the United Kingdom tended to equalize them with earnings from sales in other markets. This, coupled with South Africa's expanding production and increasing competition in the United Kingdom, stimulated canners to strive for more sales in these markets. This trend began a few years earlier but first achieved strength in 1968, when over a million cases went to EC countries, primarily West Germany; 256,000 cases to other continental European markets; and 100,000 cases to Canada. South African canners were able to accomplish this penetration of other markets without sacrificing their strong competitive position in the United Kingdom. Over 60 percent of the United Kingdom's purchases have been supplied by South Africa since 1964. Exports of fruit cocktail also have been expanding to countries other than the United Kingdom. In 1968, 165,000 cases moved to such countries, primarily to continental Europe, compared with only 41,000 cases 3 years earlier.

Government controls and assistance

South Africa's canning industry is characterized at times by aggressive internal competition, particularly during weak market periods when sales lag. To counteract these tendencies and promote stability, the industry occasionally has subjected itself to either voluntary or legal controls over minimum prices and conditions of sale in the United Kingdom. These schemes, as they are referred to in South Africa, have not been very successful in achieving the desired goals, primarily because of fluctuations in supply and demand in the export market and inadequate machinery in the schemes to deal with these changing market conditions.

In 1967 the Canned Fruit Export Marketing Act was passed to provide new statutory authority over the marketing of canned fruits. The Act was invoked the following year with the establishment of the South African Canned Fruit Export Board. This Board has the power to determine minimum prices and the terms and conditions of export sales. Products covered by the Act and under the Board's control are canned apricots, peaches, and pears and any canned product declared by decree to be canned fruit. Currently, this list includes fruit salad, fruit cocktail, and canned two fruits.

The Board has as yet applied its marketing control only to sales of consumer size cans in the United Kingdom. The marketing regulations established for 1969 prohibit the sale of substandard grade fruit and specify terms and conditions of sale, such as limits on quantity discounts, buyers' label allowances, and commissions to agents. In addition, the Board establishes minimum c.i.f. prices by grade and can size. The prices per dozen A2½ cans for a selected number of canned fruits in 1969 are as follows:

Variety	Fancy	Choice	Standard
	Dollars per 12/2½'s	*Dollars per 12/2½'s*	*Dollars per 12/2½'s*
Apricots (Royals)	3.03	2.94	2.83
Peaches	3.00	2.91	2.79
Pears	3.18	3.09	2.97
Fruit cocktail	3.84	3.69	3.57
Fruit salad	4.23	4.11	3.99

Under the Act's provisions, no person may export canned fruit without a license from the Board. In 1968, 58 firms, including the 14 canners, obtained such licenses. The bulk of these licensees, excluding the canneries, reportedly did not export any of the controlled fruit products. Exporters not involved in processing are not an important segment of the industry since the larger canners handle their own export sales. Also, three of the smaller canners have combined their export marketing operations into one organization.

Although the marketing controls have performed satisfactorily to date, the test will come if and when the market weakens and stocks build up. As in the previous control schemes, no provisions exist in the Act to alleviate the costs and problems to canners associated with such market conditions.

The industry had been free of direct governmental subsidies until 1969, when compensation of over $1.5 million was paid to fruit canners to help them offset their losses resulting from devaluation of the British pound. This is supposed to have been a "one-shot deal," with no other money forthcoming.

Trends and prospects

The changing complexion of South Africa's export trade has been highlighted by the growing penetration of markets other than the United Kingdom. In 1968 South Africa replaced the United States as Belgium's leading source of imported canned peaches; became the second leading supplier of the West German market, again replacing the United States; and came close to doing the same in the Netherlands.

All signs currently point to a strengthening of this trend toward market diversification. Production of canned peaches and other canned products, such as fruit cocktail, may rise sharply in the next few years; most will continue to be intended for export. Per capita consumption of canned peaches in the United Kingdom is the highest in Europe and is not expected to increase much in the near future, especially if the current credit and monetary strings in that country are not loosened. Also, competition in the U.K. from the products of other countries, particularly from Australia which also benefits from tariff preferences, is already intense and not likely to diminish.

Continental Europe, primarily Common Market countries, have so far been the main focus of South Africa's efforts at market diversification. The trend towards increased protectionism in the EC, however, and expanding production in countries benefiting from this protection may encourage South African canners, and those in other countries, to look elsewhere also. Canada may loom large in their eyes.

As in other countries, costs of such items as processing equipment, raw materials, and transportation have increased in South Africa. Yet it maintains a very competitive pricing structure. This ability to compete in world markets stems in large part from South Africa's very low labor costs. These costs show no signs of any appreciable increase in the near future. In addition, prices paid to producers, which constitute about 20 percent of the final product price, are generally below those of one prominent competitor, Australia, further reinforcing South Africa's competitiveness in world markets. The fact that South Africa relies so heavily on export trade means that it must, to retain these markets, assure buyers of adequate supplies at competitive prices. The industry has fulfilled this function well and is confident of continued success. It has already reached a high point of prominence in canned peach exports and is making rapid strides towards attaining similar success in fruit cocktail.

CANNED PEACHES: Imports into specified countries and percent from South Africa

Year	Belgium		West Germany		Netherlands		Sweden		United Kingdom	
	Total imports	Percent from So. Africa	Total imports	Percent from So. Africa	Total imports	Percent from So. Africa	Total imports	Percent from So. Africa	Total imports	Percent from So. Africa
	1,000 cases[1]	*Percent*	*1,000 cases*[1]	*Percent*	*1,000 cases*[1]	*Percent*	*1,000 cases*[1]	*Percent*	*1,000 cases*[1]	*Percent*
1964	337	12	3,233	7	423	2	464	2	5,171	57
1965	335	([2])	4,022	–	523	2	410	–	5,007	62
1966	357	20	3,233	9	521	9	396	–	4,913	64
1967	343	([2])	3,181	14	452	4	368	1	4,418	67
1968	294	45	3,974	20	440	19	393	16	5,178	63

[1] Basis 24/2½'s (45 lb.).
[2] Not available.

CANNED PEACHES: Exports from South Africa

Country of destination	1958	1959	1960	1961	1962	1963	1964	1965	1966	1967[1]	1968[1]
	1,000 cases[2]	*1,000 cases*[2]	*1,000 cases*[2]	*1,000 cases*[2]	*1,000 cases*[2]	*1,000 cases*[2]	*1,000 cases*[2]	*1,000 cases*[2]	*1,000 cases*[2]	*1,000 cases*[2]	*1,000 cases*[2]
Canada	–	1	–	–	–	4	5	57	25	77	100
Europe:											
EC:											
Belgium-Lux	2	–	1	–	1	13	39	34	66	77	174
Germany, West	2	38	10	–	30	120	171	45	307	462	604
Netherlands	–	1	1	2	4	35	41	31	120	112	154
Other	5	1	2	8	8	10	5	21	17	43	73
Total EC	9	40	14	10	43	178	256	131	510	694	1,005
Denmark	3	1	11	7	7	20	19	33	29	59	62
Ireland	–	–	1	–	3	30	37	57	56	53	40
Norway	–	–	–	1	1	16	33	42	42	47	79
Sweden	–	1	1	–	9	19	5	–	1	10	67
Switzerland	–	–	–	–	–	13	1	–	5	14	30
United Kingdom	1,817	1,414	2,186	2,326	1,909	3,179	2,860	3,424	3,164	3,089	3,247
Other Europe	1	1	1	2	3	–	10	23	20	48	18
Total Europe	1,830	1,457	2,214	2,346	1,975	3,455	3,221	3,710	3,827	4,014	4,548
Other countries	102	57	50	47	46	73	51	64	86	133	143
Grand total	1,932	1,515	2,264	2,393	2,021	3,532	3,277	3,831	3,938	4,224	4,791

[1] Preliminary.
[2] Basis 24/2½'s (45 lb.).

CANNED APRICOTS and PEARS: Exports from South Africa

Item and country of destination	1958	1959	1960	1961	1962	1963	1964	1965	1966	1967[1]	1968[1]
	1,000 cases[2]	*1,000 cases*[2]	*1,000 cases*[2]	*1,000 cases*[2]	*1,000 cases*[2]	*1,000 cases*[2]	*1,000 cases*[2]	*1,000 cases*[2]	*1,000 cases*[2]	*1,000 cases*[2]	*1,000 cases*[2]
Canned apricots:											
Canada	19	38	40	53	39	63	54	85	68	42	60
Europe:											
EC	28	49	62	61	55	82	54	377	290	183	192
United Kingdom	438	468	730	649	393	770	462	566	538	443	335
Other	2	4	9	7	9	7	8	14	13	8	10
Total Europe .	468	521	801	717	457	859	524	957	841	634	537
Other countries.	48	26	37	37	13	20	14	15	12	19	17
Grand total	535	585	878	807	509	942	592	1,057	921	695	614
Canned pears:											
Europe:											
EC	1	–	–	–	1	–	1	28	14	19	18
United Kingdom	354	399	396	682	478	758	991	938	1,083	856	1,044
Other Europe.	–	1	3	3	3	14	32	47	50	49	48
Total Europe .	355	400	399	685	482	772	1,024	1,013	1,147	924	1,110
Other countries.	28	29	23	23	30	39	31	46	42	57	94
Grand total	383	429	422	708	512	811	1,055	1,059	1,189	981	1,204

[1] Preliminary.
[2] Basis 24/2½'s (45 lb.).

MIXED FRUITS: Exports from South Africa

Item and country of destination	1963	1964	1965	1966	1967	1968
	1,000 cases[1]	*1,000 cases*[1]	*1,000* cases[1]	*1,000* cases[1]	*1,000* cases[1]	*1,000* cases[1]
Fruit cocktail:						
United Kingdom	(2)	(2)	179	332	313	533
Other	(2)	(2)	41	40	96	165
Total	(2)	(2)	220	372	409	698
Fruit salad:						
United Kingdom	176	255	200	171	197	134
Other	27	39	20	24	24	26
Total	203	294	220	195	221	160

[1] Basis 24/2½'s (45 lb.).
[2] Included with fruit salad.

Source: South African Fruit and Vegetable Canners Association

UNITED STATES DEPARTMENT OF AGRICULTURE

WASHINGTON, D. C. 20250

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